

Message Text

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ACTION EB-08

INFO OCT-01 EUR-12 ISO-00 CAB-02 CIAE-00 COME-00
DODE-00 DOTE-00 INR-10 NSAE-00 FAA-00 L-03 PM-05
H-01 NSC-05 PA-01 SP-02 SS-15 ICA-11 SMS-01 /077 W
-----003776 300417Z /17

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FM AMCONSUL ISTANBUL
TO SECSTATE WASHDC 308
INFO AMEMBASSY ANKARA
AMCONSUL IZMIR
AMCONSUL ADANA

LIMITED OFFICIAL USE ISTANBUL 2695

E.O. 11652: N/A

TAGS: EAIR, BEXP, SU, TU, US

SUBJ: THY GENERAL MANAGER DISCUSSES POSSIBILITY OF PURCHASE
OF SOVIET COMMERCIAL AIRCRAFT

SUMMARY: IN INITIAL CALL ON THY MANAGEMENT COMMOFF WAS
INFORMED THAT THY IS PLANNING ADDITIONS TO COMMERCIAL FLEET
AND SOVIET COMMERCIAL AIRCRAFT AMONG THOSE BEING CONSIDERED.
85 PERCENT OF THY FLEET NOW CONSISTS OF AMERICAN-MADE
AIRPLANES. END SUMMARY.

1. COMMOFF PAID INITIAL CALL ON SELAHADDIN BABUROGLU, THY
GENERAL MANAGER, AUGUST 25 (ATTILA BUYUKERKUN, THY
COMMERCIAL DIRECTOR ALSO SAT IN ON MEETING). AFTER INITIAL
PLEASANTRIES, BABUROGLU SAID THAT THY'S PLANS FOR ADDITIONS
TO ITS EXISTING PASSENGER AIRCRAFT FLEET WOULD BE DISCUSSED
IN ANKARA AUGUST 31 BY COUNCIL OF MINISTERS. THY HAD
REQUESTED TL 600 MILLION AS FIRST INSTALLMENT FOR PURCHASES
OF NEW AIRCRAFT. THY IS LOOKING TO BUY AS MANY AS TWO OR
THREE JUMBO-SIZE PASSENGER AIRCRAFT (TO ADD TO EXISTING FLEET
OF TWO DC-10S), THREE OR FOUR MID-DISTANCE PASSENGER
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AIRCRAFT (OF THE DC-9 TYPE), SEVERAL SMALLER-RANGE PLANES.
OBVIOUSLY, NUMBERS WOULD DEPEND ON THE AMOUNT OF FOREIGN
EXCHANGE ALLOTTED BY THE MINISTERS AND ON THE PRICES OF THE
AIRCRAFT THY WISHES TO PURCHASE. THY HAS BEEN HEAVILY
LOBBIED BY AIRBUS CONSORTIUM REPRESENTATIVES, WHO ARE
APPARENTLY EAGER TO SELL AIRBUS TO THY FOR MID-RANGE PART
OF ITS PACKAGE.

3. BABUROGLU SAID, NATURALLY, THY HOPES THAT AMERICAN PLANES COULD BE PURCHASED. HOWEVER, THEY MIGHT BE TOO EXPENSIVE, OR THE CREDIT TERMS MIGHT BE UNACCEPTABLE COMPARED TO THOSE OFFERED BY THE EUROPEANS OR THE SOVIETS. AT THIS POINT, BABUROGLU GAVE EXTENSIVE EXPLANATION OF ONGOING SOVIET LOBBYING EFFORT. ILYUSHIN-62 PASSENGER AIRCRAFT HAD BEEN OFFERED. BABUROGLU SAID THAT HE HAD NEVER BEEN IN SOVIET PLANE, BUT THE SOVIETS HAD ASSURED THY THAT IT WAS FIRST-CLASS PASSNGER AIRCRAFT. ALSO, DURING INTERIM PERIOD BETWEEN ORDER AND DELIVERY OF FIRST AIRCRAFT, SIVIETS HAD REPORTEDLY PROMISED TO GIVE FULL TECHNICAL TRAINING TO THY. SOVIETS FURTHER HAD ASSURED 10 YEAR SUPPLY OF SPARE PARTS.

4. BABUROGLU SAID THAT ANY DECISION TO PURCHASE SOVIET AIRCRAFT WOULD PROBABLY BE A POLITICAL ONE. HOWEVER, THY WILL HAVE RIGHT TO MAKE TECHNICAL COMMENTS ON CHOICE OF AIRCRAFT ONCE THE FOREIGN EXCHANGE ALLOCATION IS APPROVED.

5. COMMENT: OBVIOUSLY IT WOULD BE IN OUR INTEREST, FROM BOTH COMMERCIAL AND POLITICAL ANGLE, TO KEEP THY BUYING AMERICAN. THEY ARE FAMILIAR WITH AMERICAN AIRCRAFT AND, GIVEN A FREE CHOICE AND SUFFICIENT FOREIGN EXCHANGE, WOULD UNDOUBTEDLY CHOOSE AMERICAN PLANES. WHILE BABUROGLU INDICATED THAT IF THE GOT OPTED FOR SOVIET PLANES, THE PURCHASE WOULD BE POLITICALLY MOTIVATED, OUR IMPRESSION IS THAT LIMITED OFFICIAL USE

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CREDIT TERMS WOULD BE MORE DECISIVE FACTOR. EMBASSY ANKARA MAY BE IN BETTER POSITION TO EVALUATE THESE PROBABILITIES.
HOUGHTON

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Message Attributes

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Concepts: COMMERCIAL AIRCRAFT, AIRCRAFT SALES
Control Number: n/a
Copy: SINGLE
Draft Date: 29 aug 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 20 Mar 2014
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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